

Message Text

UNCLASSIFIED

PAGE 01 BONN 06074 041821Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----106787 050810Z /14

R 041759Z APR 78
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TO USDOC WASHDC
INFO SECSTATE WASHDC 7328
USMISSION USBERLIN
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT

UNCLAS BONN 06074

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - NORDEC INC., BEDFORD, OHIO

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

AUTOZUBEHOER AM SUEDSTERN
GNEISENAUSTRASSE 59
D-1000 BERLIN 61, GERMANY
CONTACT: HERR WILLI HOCKENHOLZ
PHONE: (030) 691-50-14
COMMENT: FIRM IS A MEDIUM-SIZED WEST BERLIN DISTRIBUTOR
OF CAR ACCESSORIES IN LOCAL MARKET. FOR PRODUCTS
OFFERED THERE IS POTENTIAL MARKET IN BERLIN. INTERESTED
FIRM WAS ESTABLISHED IN 1965, EMPLOYS 7. WELL-MANAGED
COMPANY HAS ACHIEVED SUBSTANTIAL EXPANSION OF ITS MARKET
SHARE IN RELATIVELY BRIEF TIME. FIRM HAS FINE RECORD OF
SUCCESS IN LAUNCHING NEW PRODUCTS IN BERLIN. COMPANY
WOULD LIKE ADDITIONAL INFORMATION IN GERMAN, IF
AVAILABLE. BANK/FINANCIAL REFERENCE: BERLINER VOLKS-
BANK, KAISERDAMM 86, D-1000 BERLIN 19, GERMANY, TEL:
(030) 30-061.

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H. UND E. CLAUBERG KFZ-VERTRAGSHANDLUNG
KOTTENDORFER STR. 41-43
5650 SOLINGEN 11
CONTACT: HERR CLAUBERG
PHONE: 02122-76200
COMMENT: SUBJECT FIRM DEALS IN ALL TYPES OF AUTOMOTIVE

EQUIPMENT, ACCESSORIES AND FUEL ADDITIVES. COMPANY BELIEVES THAT A GOOD MARKET PRESENTLY EXISTS FOR U.S. FIRM'S PRODUCT SINCE COMPETITION FROM GERMAN MANUFACTURERS/SUPPLIERS WOULD BE MINIMAL. FIRM'S DATA: ESTABLISHED 1963, EMPLOYS 20, ANNUAL SALES: DM 3.5 MILLION, FINANCIAL REF: STADTSPARKASSE IN 5650 SOLINGEN.

WELLIGE TANKANLAGEN
LUTHERMANNSHOF 1
4800 BIELEFELD 15
CONTACT: HERR KARL WELLIGE
PHONE: 05206-3090
TELEX: 0932297
COMMENT: SUBJECT FIRM MAINTAINS AUTOMOTIVE EQUIPMENT AND ACCESSORIES OUTLETS AND BELIEVES PRODUCT WOULD FIT WELL INTO ITS EXISTING SALES PROGRAM. COMPANY ESTABLISHED 1945, EMPLOYS 35, ANNUAL SALES DM 35 MILLION, FINANCIAL REF: DRESDNER BANK AG, SPARKASSE AND BANKHAUS HERMAN LAMPE KG, ALL IN 4800 BIELEFELD.

AUTO-FREIZEITMARKT SPUERKEL
POSTSTR. 20-28
4630 BOCHUM
CONTACT: MR. SPUERKEL
PHONE: 0234-538071
COMMENT: COMPANY ESTABLISHED 1958, EMPLOYS 90, ANNUAL UNCLASSIFIED

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SALES DM 15 MILLION. FINANCIAL REF: COMMERZBANK AG AND SPARKASSE, BOTH IN 4630 BOCHUM.

GERHARD MUELLER KG
IM MAISEL
D-6204 TAUNUSSTEIN-NEUHOF
CONTACT: MR. MUELLER JR.
PHONE: 06128-6061
COMMENT: ESTABLISHED IN 1957, THIS FIRM SPECIALIZES IN IMPORTING AND WHOLESALING AUTOMOTIVE AIR-CONDITIONING UNITS AND CAR ACCESSORIES.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR STOESEL

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Message Attributes

Automatic Decaptioning: X
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Subject: ADS REQUEST - NORDEC INC., BEDFORD, OHIO THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INT
TAGS: BEXP, GE
To: COM
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